

Message Text

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ACTION NEA-09

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FM AMCONSUL KARACHI

TO USDOC WASHDC IMMEDIATE

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INFO AMEMBASSY ISLAMABAD

UNCLAS KARACHI 1691

E.O. 11652: N/A

TAGS: BTRA, EMIN, ETRD, PK

SUBJECT: VISIT TO U.S. BY GOP TRADING EXECUTIVES

SUMMARY: TWO HIGH LEVEL GOP EXECUTIVES PLANNING VISIT U.S.
IN NEAR FUTURE TO ATTEMPT JUSTIFY INCREASED STEEL SCRAP
ALLOCATION AND ALSO PURCHASE VARIOUS IRON AND STEEL ITEMS.
USDOC ASSISTANCE REQUESTED. END SUMMARY.

1. MASOOD ASGHAR, ADVISER, BOARD OF INDUSTRIAL MANAGEMENT (BIM)
AND A. SAMAD KHAN, SENIOR EXECUTIVE (IMPORTS), TRADING CORPORATION
OF PAKISTAN (TCP) WILL BE VISITING U.S. NEXT WEEK. KHAN IS TCP
OFFICIAL CHARGED WITH LARGE SCALE IRON AND STEEL IMPORTS ON BEHALF
OF GOP. ASGHAR IS EXECUTIVE IN CHARGE OF STEEL SCRAP IMPORTS ON
BEHALF OF BIM.
2. THESE TWO OFFICIALS DISCUSSED COMING TRIP WITH CONGENOFF ON
AUGUST 13 AND EXPLAINED THEY ARE GOING TO WASHINGTON AT REQUEST
OF U.S. DEPARTMENT OF COMMERCE TO ATTEMPT TO JUSTIFY GOP REQUEST
FOR INCREASED SCRAP ALLOCATIONS FOR PAKISTAN. ARRANGEMENTS IN
WASHINGTON ARE REPORTEDLY BEING HANDLED BY PAK EMBASSY FOR ASGHAR
AND KHAN TO MEET WITH USDOC OFFICIALS SOMETIME EARLY NEXT WEEK,
EITHER AUG. 19 OR 20.
3. KHAN AND ASGHAR ARE THEN PROCEEDING TO NEW YORK WHERE THEY WILL
SPEND APPROXIMATELY SIX DAYS SHOPPING ON BEHALF OF GOP FOR SEVERAL
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MILLIONS OF DOLLARS WORTH OF FOLLOWING PRODUCTS:

MILD STEEL BILLETS, FOUNDRY GRADE PIG IRON, HOT ROLLED STEEL STRIPS, COLD ROLLED SHEETS AND GALVANIZED SHEETS AND PLATES. CONGENOFF OFFERED ASSISTANCE OF COMMERCE'S NEW YORK DISTRICT OFFICE IN CONTACTING POTENTIAL U.S. EXPORTERS IN NEW YORK. KHAN AND ASGHAR SAID SUCH ASSISTANCE WOULD BE EXTREMELY HELPFUL.

4. COMMENT: BIM IS UMBRELLA ORGANIZATION CONTROLLING BASIC HEAVY INDUSTRIES IN PAKISTAN AND IS MAJOR IMPORTER OF NUMEROUS RAW MATERIALS. TCP IS GOP ESTABLISHED TRADING HOUSE RESPONSIBLE FOR BULK IMPORTS OF NUMEROUS PRODUCTS INCLUDING IRON AND STEEL. VISIT BY KHAN AND ASGHAR AFFORDS U.S. SUPPLIERS OPPORTUNITY TO MAKE SIGNIFICANT IMMEDIATE SALES AND ESTABLISH POTENTIAL RELATIONSHIP WITH GOP FOR FUTURE SALES OF IRON AND STEEL PRODUCTS.

5. ACTION REQUESTED: REQUEST COMMERCE CABLE NAME AND PHONE NUMBER OF NEW YORK DISTRICT OFFICE OFFICIAL WHO WILL ASSIST ASGHAR AND KHAN. INFO NEEDED BY AUG. 14 AT LATEST. POST WILL CONVEY NAME AND PHONE NUMBER TO ASGHAR AND KHAN PRIOR THEIR DEPARTURE FROM PAKISTAN AND THEY IN TURN WILL CONTACT DISTRICT OFFICE ON ARRIVAL U.S. RECOMMEND DISTRICT OFFICE RENDER ALL ASSISTANCE APPROPRIATE TO THESE IMPORTANT GOP VISITORS. TIGER

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